

Inside & Out

JUNE 1988

COMPAQ NEWS

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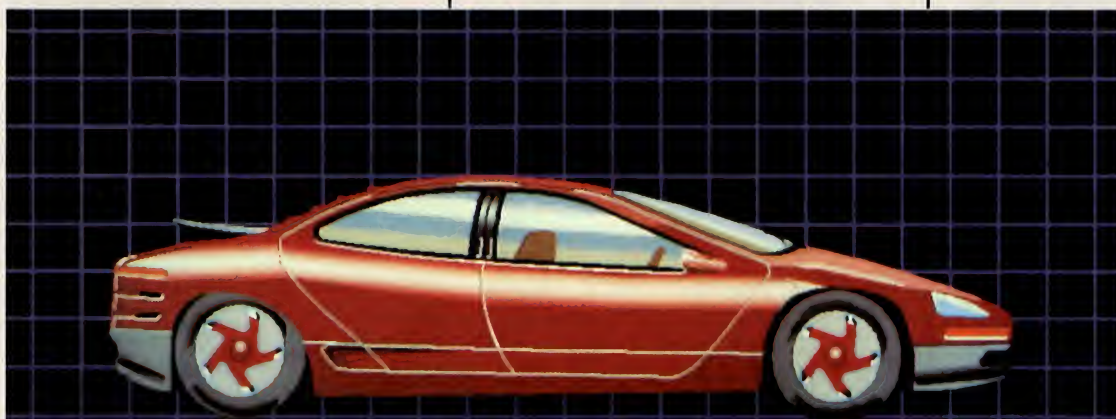
Picnic draws thousands . . . Compaq employees who participated in the annual picnic talent show played to a larger crowd than many professional entertainers, as thousands of people gathered for the event. Children's games and sports tournaments were included in the fun, but didn't divert anyone's attention from the tons of food provided for enthusiastic picnickers. Story, page 6 and 7.

Compaq, Digital announce agreement

A technology and support agreement was recently announced by Compaq and Digital Equipment Corporation to ensure compatibility of the two companies' computers. The pact ensures that COMPAQ personal computers will run with Digital minicomputers so they can communicate in various environments. The two companies also said they will exchange technology to ensure enhanced future compatibility of their respective products. Story, page 2.



CCW offices get tenants . . . The first group to occupy offices at Compaq Center West recently moved into their new quarters. They'll be joined over the next few months by other departments as the three administration buildings are completed. Story, page 4.



OUR NEW COMPUTER WILL GET YOU HERE TWICE AS FAST.

We present the new Compaq Desktop 386/20, the most advanced p.c. ever built. It breaks all speed limits, and there isn't the remotest possibility of getting a ticket.

In other words, it's the p.c. for a CAD (Computer Aided Design). Combining the ultimate in 386 technology and the ability to choose whatever equipment you like to work with it.

FASTER BITS

The Desktop 386/20 is a 32-bit computer equipped with a 20 MHz 80386 microprocessor. In other words, information hurtles through it at various 32 bits at a time, up to 50% faster than current 16-MHz machines.

Here's extra torque in the form of an optional 80387 coprocessor and for the first time ever, we've added a socket for

a Video Coprocessor (this little gadget increases performance by a factor of 10).

This desktop cranks through the kind of workloads previously done on dedicated scientific workstations. We've equipped the Desktop 386/20 with 10MB of RAM and a Memory Cache Controller that makes processing almost instantaneous. And its storage capacity is phenomenal. You have a choice between a 46, 130 or a massive 300MB hard drive.

FREE WINDOWS

Buy a Desktop 386/20 this year and we'll give you Microsoft's Windows/386 Presentation Manager software free. It means you can do true multi-tasking, simultaneously updating the layout for your next prototype exercise suite at

the same time as designing a car's shafts, with current applications software.

WHEEL ROUND TO A DEALER

Our Dealers will tell you much more than we have room for in this ad.

They can show you our new VGA Video Graphics System, two-megabyte hard disk and a 386 Base, or the optional 133-MB hard disk. We've built up. They can even machine you a P&H. The Desktop 386/20 will fit perfectly at home with VLSI as well as being compatible with all your existing third-party products designed for 80286-based systems.

Best of all, you don't just have to take our word for it. If you can't test drive the Compaq Desktop 386/20, let us amaze yourself.

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Ads support sales . . . The company's outstanding worldwide sales are supported by active advertising campaigns in various countries. Here, the speed and overall high performance of COMPAQ computers are featured in a U.K. advertisement. Other ads, pages 10 and 11.

COMPAQ
386/20
WE'LL NEVER CEASE TO AMAZE YOU!

Compaq and Digital announce technology exchange and support agreement

Compaq Computer Corporation and Digital Equipment Corporation on May 10 announced a technology exchange agreement to ensure the worldwide connectivity of their products.

In addition, Digital announced it will provide support for COMPAQ personal computers on DECnet/OSI networks.

According to the companies, the agreement will formalize support for the large and growing installed base of COMPAQ personal computers which customers are currently connecting and operating as part of their Digital networking environments.

"With this announcement, COMPAQ personal computers will be fully certified within the context of Digital's Network Applications Support to communicate across all levels of an organization and utilize enterprise-wide resources to solve business problems," said Kenneth H. Olsen, President, Digital Equipment Corporation. "The agreement to exchange technology protects the investments of customers who use both COMPAQ personal computers and Digital networked systems, and ensures enhanced future compatibility of the companies' products based on OSI international standards."

Certification of COMPAQ products will be completed within the next 30 days. On an ongoing basis, Compaq and Digital will exchange product specifications and commit development resources to ensure the integration of future COMPAQ personal computers into Digital networked systems.

Digital will also provide non-warranty service for COMPAQ products within its customers' Digital-based networking environments.

"COMPAQ personal computers have traditionally set the standard for connectivity within the business computing

environment and for compatibility with other hardware and software products," said Rod Canion, Compaq President. "As customers seek to integrate an increasing number of systems from both Compaq and Digital, this agreement and subsequent relationship will ensure customer confidence in complete connectivity at a network level."

Under the terms of the agreement, each company will continue to develop, sell and support its own products through its respective existing distribution channels.

Digital became the industry leader in integrating MS-DOS PCs into enterprise networks with a series of products including DECnet-DOS software. In June, 1987, VAX/VMS Services for MS-DOS software was voted the "Best Micro-to-Mainframe Link Product" by COMPUTER-WORLD readers, and this year it won the DIGITAL REVIEW 1988 Target Award for "Best Connectivity Software Product".

Compaq is the leading supplier of high-performance industry standard personal computers for business and offers the most complete line of systems based on the 32-bit Intel 80386 microprocessor. Compaq is also the leading supplier of full-function portable personal computers and the company's products are certified on the "approved vendor lists" for a majority of Fortune 500 companies. COMPAQ products are exclusively sold by a network of over 3000 Authorized COMPAQ Computer Dealers in 42 countries throughout the world.

Digital Equipment Corporation, headquartered in Maynard, Massachusetts, is the world's leading manufacturer of networked computer systems and associated peripheral equipment and the leader in systems integration with its networks, communications, software, and services.



Compaq President Rod Canion, left, with Digital President Ken Olsen

New director named to board

Compaq recently announced the election of George E. R. (Gus) Kinnear II to its Board of Directors, expanding the board to five members.

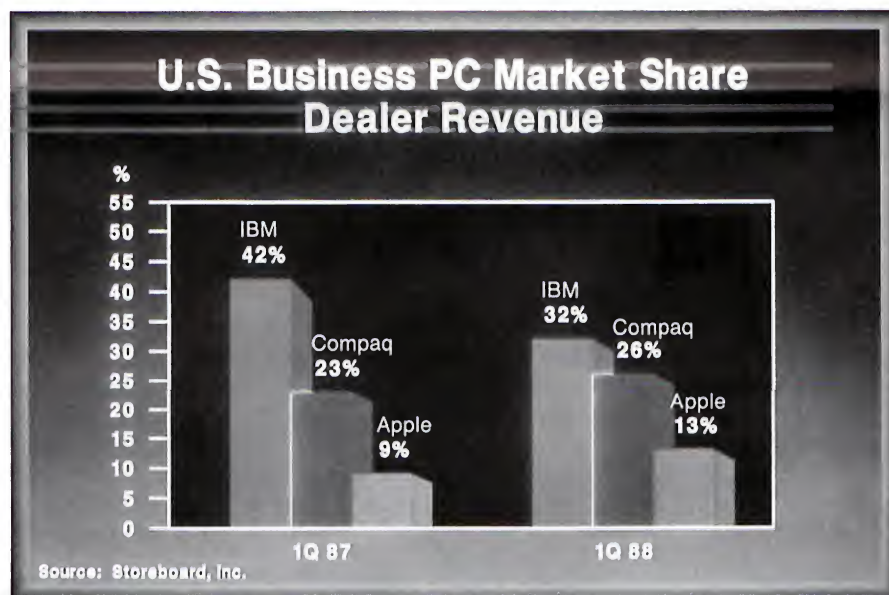
Kinnear serves as Senior Vice President, Washington Operations, for Grumman Corporation, a diversified aerospace corporation. Previously, he served in Washington as a Vice President for Grumman International, Inc., where he was responsible for matters including overseas trade and export licensing. In his current position, he is responsible for all corporate activities of the Washington office and directs the staff in its relationships with government agencies and the U.S. Congress.

"Gus Kinnear's management experience in government relations and international trade is an invaluable asset to our board as Compaq continues to expand its business in those areas," said

Compaq President Rod Canion.

Prior to joining Grumman Corporation, Kinnear served in the U.S. Navy for 37 years, retiring in September 1982 with the rank of Admiral. In addition to service as a pilot and combat officer, he served in administrative capacities, and was commander of the Naval Air Force of the U.S. Atlantic fleet and U.S. Military Representative to the NATO Military Committee. Kinnear also taught political economics as a member of the George Washington University faculty. He holds a Ph.D. and M.S. from Stanford University and M.S. and B.A. degrees from George Washington University.

The other four members serving on the Compaq Board of Directors are Benjamin M. Rosen, Chairman; Rod Canion, President, Chief Executive Officer and Director; Robert Ted Enloe, III, Director; and Kenneth L. Lay, Director.



Compaq market share grows; ISA dominates computer sales

Compaq recently reported that during the first quarter of 1988, the company increased its revenue share of business personal computers sold through U.S. computer dealers. This occurred, company representatives told a meeting of analysts, in a market where industry-standard (ISA) personal computers continued to outsell microchannel architecture (MCA) products by a margin of more than 2½ to 1.

Compaq also reported that recent market research shows independent computer dealers are the main source for purchases of personal computers by more Fortune 1000 companies than ever before. The study revealed that COMPAQ products are listed on 58% of the Approved Vendors Lists at Fortune 1000 firms, second only to IBM.

According to market data supplied by StoreBoard Inc., an independent market research firm, COMPAQ products accounted for 26% of dealer revenue from the sale of business PCs during the first quarter of 1988, compared to 23% during the same period last year. The market for personal computers experienced "tremendous" growth during the past year, pointed out Mike Swavely, Vice President of Sales and Marketing for Compaq. "Compaq has a bigger share of a bigger market."

U.S. dealer revenue from sales of industry-standard architecture personal computers amount to 64% of the total for the first quarter, according to StoreBoard. The firm's data also showed Compaq with a commanding 65% unit share of dealer 80386-based PC sales and 68% unit share of dealer portable PC sales during the first quarter.

News briefs



Daniel Charles, Materials Handler II, inspects a processor board at Brookhollow, which recently expanded its facilities

Brookhollow expands

Customer Service Operations at Brookhollow recently expanded its facilities again, adding 35,183 sq. ft. The new space includes offices and conference space for Brookhollow personnel, as well as several offices for people from Sommermeyer's portable manufacturing operations and from the Facilities department.

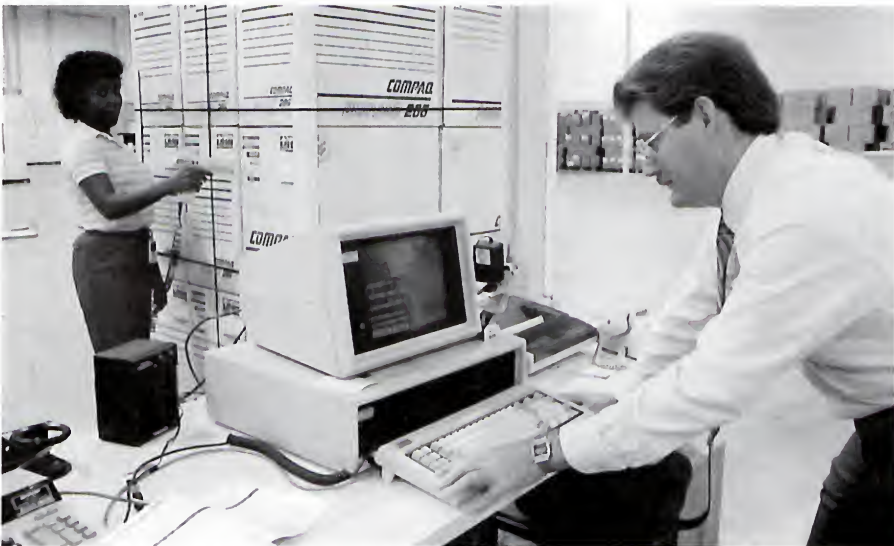
The new area also provides space for warehousing and for sorting materials to be returned to the original equipment manufacturers, or to be sent for third-party repair, according to Don Sartore, Manager of Production Engineering for Customer Service.

The addition brings Brookhollow's total area to 114,323 sq. ft.

Staff size has grown to more than 170 people, whose services include testing, repair, upgrade, refurbishing and providing spare parts and sales kits for COMPAQ computers. The group also is responsible for the dealer inventory management program.

Papalote readies move, automation

People working at the company's Papalote distribution center are gearing up to move into new facilities at Compaq Center West.



Nonie Randle, Order Processing Clerk, left, uses an electronic scanner in invoicing products at the Papalote Distribution Center. John Daniels, Systems Supervisor, checks a program on a COMPAQ computer. The distribution operation will move soon to CCW, where its operations will be increasingly mechanized and automated

In late August or early September, the group will move into a manufacturing building which has been specifically designed for distribution functions.

Distribution Manager Richard Beavers explained he and other Compaq representatives visited many installations throughout the U.S. last year, and have "pulled together components of what we felt were the best" in the new facility.

The new distribution center will have conveyor equipment for cartons and pallets; automatic equipment for pallet dispensing, banding and stretch-wrapping; and a sophisticated control system that "will be the key to the entire operation," Beavers said. A new software package, called the Distribution Control System (DCS) is being developed by Compaq and an outside vendor to track product from the point it is received at the center to the time it's loaded onto a truck. The system will update distribution files and provide information regarding schedule and work requirements.

The new distribution center set-up will eliminate most manual movement of products, introducing much more mechanization and some automation, according to Beavers.

Meanwhile, the distribution group has grown to keep up with the company's product demand. Approximately 40 people now work at Papalote, shipping products to Authorized Dealers worldwide.

Like wanna play hockey, eh?

This year, Compaq Canada managed to muster up an ace of a hockey team to participate in the third annual ComputerLand Corporate Hockey Challenge held in Toronto. On April 8 and 9, a record breaking 16 teams faced off in competition for the coveted "Innovations Cup."

While losing the first games of both the championship round and the consolation round, the Compaq team was very competitive. A stellar performance by goalie Phil Soper earned him the Most Valuable Player award for the Compaq team. Coached by Al Ford and

Don Woodley, Team Captain Dave Wallace and his crew maintained a high level of spirit throughout the competition. Their ranks, incidentally, included transplanted Canadians Randy Peterson and Peter Gaucher, of the Canadian Marketing team in Houston, who were in Canada on business.

The ComputerLand Corporate Hockey Challenge also broke another record this year by raising \$10,000, from raffle proceeds and corporate donations, for the Jim Kyte Hockey School for the Hearing Impaired.

Compaq Canada is already gearing up for the challenge next year, so, watch out you all!



Peter Gaucher challenges a McDonald's defenseman as the company's Canadian hockey team beats up the ice

Plans, chili highlight forum

The company's annual International Marketing Forum recently drew marketing representatives from Compaq operations worldwide, who gathered in Houston for a week of intensive discussions and planning.

The most intense discussions, however, may have centered on recipes. Participants formed teams to compete in a chili cook-off one afternoon, with the prize-winning pot cooked up by John

Ingvarsson, Sales & Marketing Manager from Sweden; Dian Cox, Director of Advertising & Sales Promotion, CNB; Bob Tempini, Design Administrator — CAD, CNB; Rick Ritzema, Product Manager — Desktops — Marketing; and Pamela Heineman, Program Manager, Canadian Marketing.

Back at the forum, it was back to business as corporate representatives discussed marketing plans and each subsidiary presented current programs and plans for its specific market area.



Chili cook-off winners at the International Marketing Forum were, from left, Richard Ritzema, Product Manager, CNB; John Ingvarsson, Sales & Marketing Manager, Sweden; Pamela Heineman, Canadian Marketing Program Manager, CCA III; Dian Cox, Director of Advertising & Sales Promotion, CNB; and Bob Tempini, CAD Design Administrator, CNB

Wastepaper — voilà! — makes cool air

File-purging suggested for "Trash Out Day"

Junk mail. Memos. Schedules. Memos. Agendas. Memos. Day after day, it piles up. On the desk, in desk drawers, in files, in storage areas. Even the floppy diskettes are rejecting new files because they're full, too...

Too much information and no place to put it? Now, several options are available to you:

- Call the Records Management department for an evaluation of your record-keeping needs and requirements;

- Ask the Records Management department to take care of documents, diskettes and magnetic tapes you don't need to keep on hand. They will do a detailed inventory, then box them and take them to off-site storage for you;

- Clean off the desktop, purge the files and call the "Trash Out Hotline" during the week of June 20-24 to come and pick up your trash;

- Run screaming from your office — if you can find your way to the door.

Operation Trim

To help keep a lid on the tons of paper received and generated at Compaq, Records Management has started a program called "Operation Trim."

The first step: "Trash Out Day," on June 24. The Records Management group encourages Compaq employees to trim their files and box their trash during the week of June 20-24. Areas in each building will be designated for trash collection. Simply call the "Trash Out Hotline" (the number will be distributed soon in a memo) to let them know it's there, and the trash will be picked up on June 24.

Reminder: records with information that is still confidential should be shredded before being put in the trash.

The Records Management Department hopes to collect 20,000 pounds of paper — that's about 2% of the estimated 500 tons of paper that is believed to be in use or filed at company sites, according to Renee Leach, Supervisor, Corporate Record Services.

Trash-cooled buildings

The trash will be burned in the company's incinerator which, supplemented by electricity, runs the air conditioning and heating system at CCM III. Daily infusions of trash will help power the system, which burned more than 500 pounds of trash and paper on May 5 — its first day of operation — and cooled CCM III for about an hour. When it is fully on line, the incinerator will burn in excess of 20,000 pounds per day. "The incinerator burns the trash to boil water, which makes steam, and the steam drives the absorption chiller for air conditioning," said Jim Rector, Facilities Site Manager at Compaq Center West.

"The advantage of burning the trash in the incinerator is two-fold," said Rector. "First, the energy generated from the trash incineration is used to provide cooling to the west side buildings, and second, we're not paying to have the trash hauled away."

"Even more important than the monetary savings to the company is our social responsibility from an environmental standpoint," added Ron Perkins, Manager, Systems Development. "The best benefit of the system is that we're not burying trash. It is our responsibility to come up with new and better ways of lowering the company's environmental impact on our area, Harris County, Texas and the whole country."

"Our motivation was driven by the fact that Houston is running out of places to bury garbage. A large portion of our trash consists of plastics which take many years to disintegrate when buried. When incinerated, however, plastics create a lot of BTU's and are an efficient heat source."

"More space for people, less for paper"

As the company has grown, so has the amount of paper generated by people working here. Because of the need to organize and store the tons of documents and records, the Records Management Department was set up in December of 1986.

According to Leach, the Records Management Department's goal is to make "more space for people, less for paper." Fifty-five departments currently store records in an off-site location adding up to 4,260 boxes — a total of 9.6 million stored documents. Each month approximately 250 additional boxes go to storage.

"When a department contacts us to have inactive records stored, we will go to the department, do a detailed inventory of the documents with the assistance of a COMPAQ PORTABLE III, box them up and take them to the off-site commercial records storage company," said Judy Diamond, Records Coordinator. "The department will receive a copy of the inventory and whenever a stored record is needed, they call us with the inventory number of the document." Records can be retrieved in a day or less. The facility stores hard copies, diskettes, and magnetic tapes.

"When requested, we will also go into a department, do a records-keeping evaluation, set up a filing system, and recommend filing equipment," said Leach.

Since the first of the year, Records Management has also been involved in microfilming the company's vital records. "Over 150,000 documents have been microfilmed so far," said Marilyn Henderson, Micrographics Coordinator.

Corporate Record Retention Committee

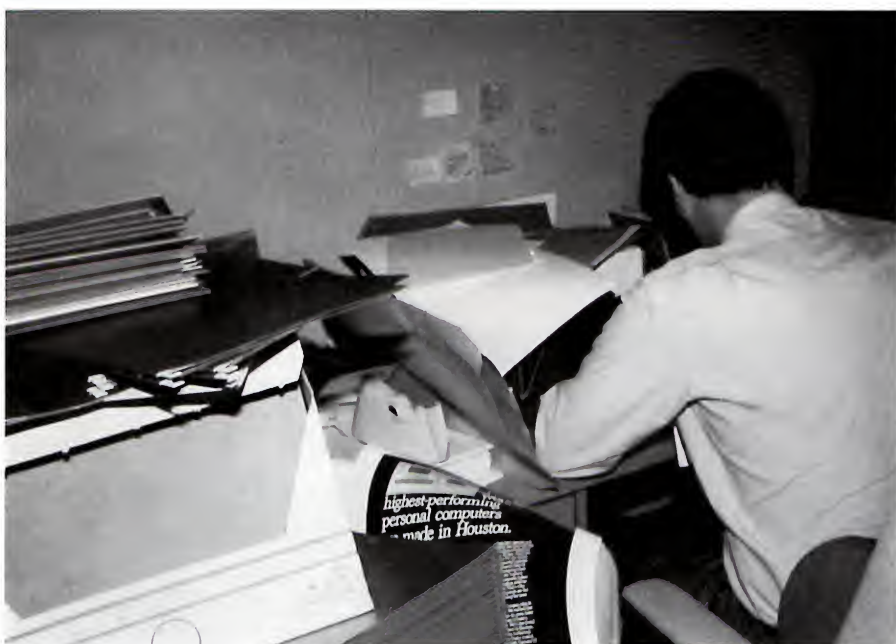
The Corporate Record Retention Committee, which includes a representative from each division of Compaq, has been set up to establish retention schedules for inactive stored documents. The schedules list the types of files being stored and how long they should be kept.

The federal government's "Code of Federal Regulation" helps the committee determine how long certain records will be kept. The code states the legal regulations regarding retention of documents such as licenses; exporting and importing records; legal, tax and accounting files; manufacturing records; copyrights and patents.

Although no records have been destroyed yet, the first load is scheduled for destruction in the third quarter of this year. Departments whose records are involved will be notified for their approval before destruction.

Members of the Records Retention Committee are Renee Leach, Chairperson; Neel Foster, Corporate Treasurer; Rex Pensinger, Corporate Accounting; Scott Johnson, Legal; Don Boren, Engineering; Loretta Miller, Systems Engineering; Fred Jones, Information Management; Kent Ford, Operations; and Helene Baske, Sales and Marketing.

For assistance or further information on Records Management, call Renee Leach at 374-2648.



Drowning in papers and files? Help is only a phone call away

Move-in day at CCW



Jim Rector, left, greets new CCW tenants

Is this a strategy to recruit new tenants for Compaq Center West? Or perhaps a reference to the abundance of parking spaces? Actually it was Facilities Site Manager Jim Rector, left, welcoming the first 28 people to move into CCW's new office buildings. "It was a relief" to see the first groups (new Products Purchasing and New Products Materials) moved in, admitted Move Coordinator Janet Busher. The group will experience its relative solitude for only a short time, however; many more departments will move into the three new buildings throughout the summer and fall



CCW reception featured a welcoming cake

Pacific Pride grows rapidly with automated gas stations

Businesses in almost every industry have jumped on the high technology bandwagon in an effort to increase profits.

The age of computers has even invaded that traditional mom-and-pop bastion, the gas station, where mom kept the books and pop pumped the gas.

Nowadays, many service station owners let COMPAQ personal computers do the dirty work for them — without an employee on the premises. Customers pump their own gas, and computers take care of the paperwork.

Responsible for much of the technological change in truck stops and other commercial fueling stations is Pacific Pride, a company headquartered in Salem, Oregon. The company has the largest network of commercial self-service sites in the United States.

Based on COMPAQ microcomputers running custom-designed software, the system is enabling Pacific Pride to expand rapidly through franchising and swiftly gain marketshare.

The network has tripled in size to more than 95 stations in the last two years and is expanding from western states into other parts of the nation and Canada.

"The more automated we are, the faster franchises can be brought on-line and the larger the network grows," says Tim R. Janssen, Pacific Pride's vice president for management information systems.

The automation system is a boon to franchisees because it helps them acquire and successfully maintain their fleet accounts. Commercial customers can take advantage of the system's computerized cost-control measures and efficient, round-the-clock automated fueling capabilities. The rising cost of installing and insuring storage tanks, as well as the cost of 24-hour staffing, discourages many companies from fueling their own fleets.

How the system works

Pacific Pride's stations offer diesel fuel, leaded and unleaded gasoline, and motor oil. The products are accessed via a credit card inserted into a machine similar to a bank's automated teller machine. The driver simply enters his security number and makes his selection. He doesn't have to worry about carrying cash or other credit identification and doesn't have to save his receipts.

Detailed invoicing on every trans-

action for each vehicle is automatically produced by the franchisee's COMPAQ computer system. This information is a valuable tool in helping customers such as trucking companies or other fleet operators gain better control of their operations.

For each transaction, these invoices identify the vehicle, the driver, location of station, date and time, odometer reading, type of product purchased, price per gallon, number of gallons, quarts of oil, taxes paid, subtotals for each driver and each vehicle, total of all purchases by all drivers, and miles per gallon for each vehicle based on fuel totals and odometer readings.

All the microcomputers controlling the 95 different sites (the "controllers") are called automatically four times a day by a COMPAQ DESKPRO 286 (the "switcher") at Pacific Pride's headquarters. During the dial-up sessions, information, primarily concerning customer transactions and customer credit changes, is exchanged between the switcher and controllers. This process is unattended and completely automatic.

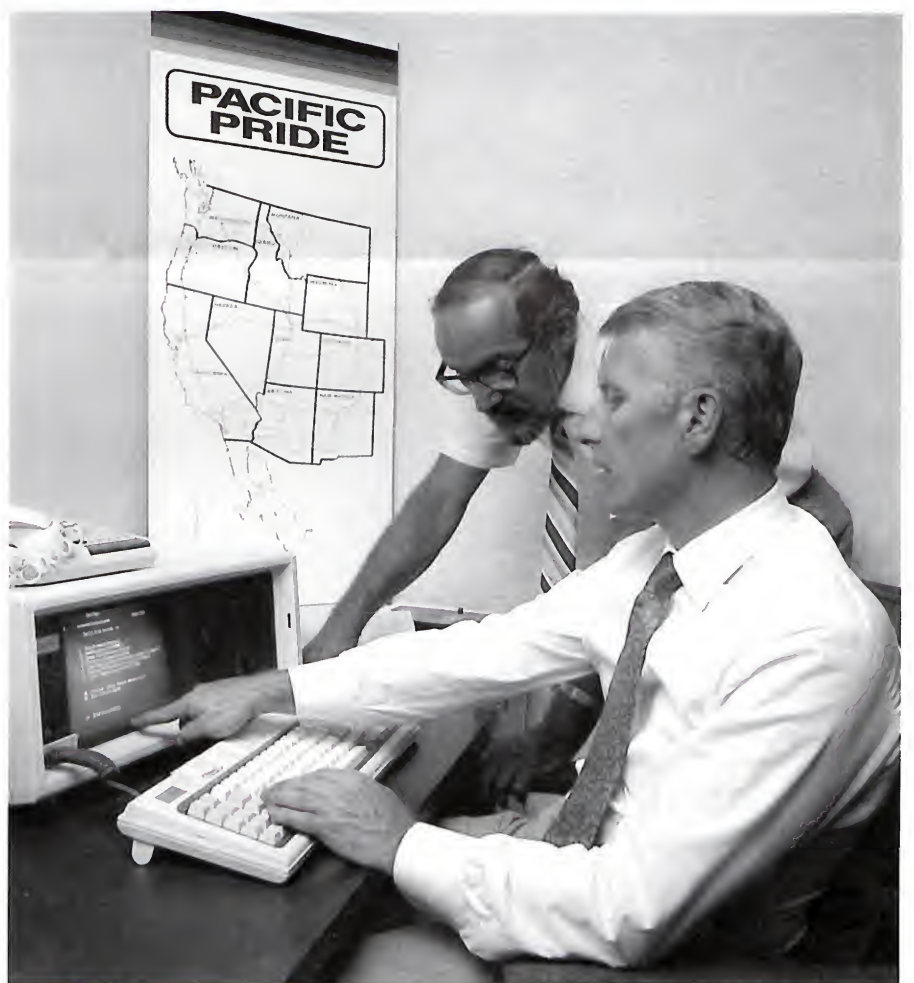
Advantages to the franchisee

The effect of the network is that a person owning a Pacific Pride franchise can (1) increase site sales because other franchisees' customers can use this station and (2) increase customer sales because his customers have more sites to use. The franchisee may only have a few hundred of his own customers, but when he joins the Pacific Pride network, a pool of more than 80,000 cardholders can potentially fuel up at his site.

Franchisees also gain access to a proven COMPAQ computer-based system that cuts record-keeping time and helps monitor inventories. "Pacific Pride's automated system actually eliminates four levels of paperwork at our truck stop," says Abbott Lawrence, Senior Vice President of Jubitz Truck Stop, a high-volume truck facility in Portland that joined the network more than two years ago. "Invoices don't have to go through a cashier, they don't go to accounting for reconciliation, receipts don't have to be dispersed and filed, and when receipts come back from the computer they don't have to be sorted by account and mailed out."



Filling up at a Pacific Pride station is as easy as using a bank teller machine



MIS Vice President Tim Janssen, right, and consultant David Page created the COMPAQ-based system for Pacific Pride



A network of COMPAQ computers provides fleet owners with information they need to track fuel costs of trucking operations



Michael Jackson may not recognize it, but yes — it's the moon walk, one of many picnic activities for the younger set

What can anyone say that adequately portrays the Compaq company picnic this year?

"I've got to get some sleep," mumbled Ken Buras, Picnic Committee Chairman, the day following the picnic.

Indeed. The ACE Picnic Committee, as well as Houston Farm & Ranch Club volunteers and vendors, put in a 12-14 hour day as food, drink and activities

were set up for an anticipated 10,000 people.

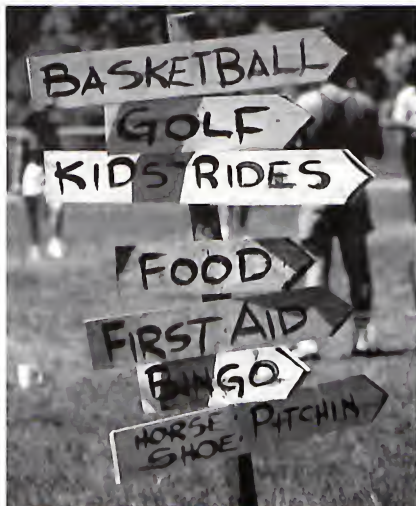
As the day progressed, the surrounding fields became a sea of vehicles, while in the picnic area were people, games and food as far as you could see. Inside the picnic shelter, multitudes of people roamed from booth to booth, sampling barbeque, corn-on-the-cob, cotton candy and other fun foods before sitting at one of hundreds of tables, covered by green-checked tablecloths, that filled the area.



Many points were hard-won as volleyball mini-tournaments offered some exciting play



Craig Estepp and his group rap about Compaq



Decisions, decisions, decisions . . .

At the end of the day, a plaque of thanks was presented to the Houston Farm & Ranch Club, which for the past four years has hosted the Compaq picnic. Each year, the club provides numerous volunteers to handle food booths and other activities, freeing Compaq volunteers to perform other tasks. Those tasks ranged from registering people for volleyball to directing youngsters to a "kiddieland" of fun. New children's activities this year included video games, puppet shows and a music area complete with a disc jockey.

In addition to sports and other adult activities, entertainment was provided by square-dancers, gunfighters and other groups including The Shake Russell Band. Numerous people also had their pictures taken with an agreeable Brahma bull (incidentally, cardboard frames for those photos were inadvertently not given out; if you had your photo taken and would like the frame, you may obtain it by calling the ACE hotline, 374-2414).

Three lucky people each won a COMPAQ computer: Richard Vlach, CCM III, won a COMPAQ PORTABLE III; Margie Digiacomo, Accounting, CCA II, also took home a COMPAQ PORTABLE III; and Keooudone Sanouyong, CCM III, received the grand prize of a COMPAQ DESKPRO 286.

Additionally, a number of Compaq employees performed in an afternoon talent show. From a wide range of vocalists to the mellow tones of a violin, and from rock to rap, the performers were soundly applauded by their large audience. Acts included Sandra Maddux, who sang "Great God and King," an upbeat inspirational song whose lyrics she composed, and which recently made the top 10 on the inspirational music chart. Also performing were Delores Baker, singing "Always on My Mind"; Catherine Parker, playing violin and fiddle selections; Jennifer Quiroz, who sang "And When I Die,"; "The Crew" who lip-synched and danced; Rebecca James, performing "Love in Any Language"; Carl Eckhardt, who presented two original vocal and keyboard selections; Eric Schuster, "The Bit-Head," who lip-synched "The Cover of the Rolling Stone"; Lee Fatta, who performed a contemporary inspirational song called "The Best" and a couple of last-minute, spontaneous performances by enthusiastic picnickers.

Several bands also played: "Rude, Crude and Obnoxious" (that's its name, not a description) performed rock music; "Software" provided improvised jazz; and "Shattered Image" played more rock pieces. The show concluded with the song "Smoke on the Water," performed by all three bands.

According to "The Plain White Rappers," who debuted with their first original song,

"This is the place to be, most definitely.

And if you're in your seat, you're gonna feel the heat.

So if you feel the urge start to surge, Go ahead and stand, and join the band."

After rap introductions of their group, the members — Craig Estepp, Jim Jirgal and Ray Bryant, all of Systems Technology in Chasewood II — concluded:

"If y'all love Compaq, give us a holler, 'Cause just last year, WE MADE A BILLION DOLLARS!"

Remember, folks, you saw it at the company picnic playing themes from company events — the #8 song on the national inspirational music chart.

Compaq celebrates company



Delores Baker singing "Always on My Mind" — PORTABLE 386, left — waits its turn in the talent show



Is this fun, or what?

pany picnic first: a COMPAQ computer
ts, a genuine Compaq "rap" song,
al chart performed by its lyricist, and
h more...

brates largest picnic yet



as another performer — a COMPAQ
ent show



So many people had their picture taken with the Brahma bull, it is surely one of the most-photographed animals in Texas

Makin' music the Compaq way

Wouldn't you know it would come to this — a computer company naturally would feature computer music at its annual picnic talent show.

The Advanced Technical Support Group (ATS) of the Customer Service Department performed — or, rather, had a COMPAQ computer perform — a medley of songs at the 1988 picnic. This was not a tape, but a live performance by a COMPAQ computer which was essentially "reading" music written into its program.

The arrangements, composed by ATS member Steve Cox, featured the music of "I'm So Excited," and "Beat It!" which were used as themes for company events.

The "ATS Gateway Technology Band," as the group was called, applied its "innovation in applying new technologies" (members said modestly) in presenting arrangements by group member Cox. The music was played by a COMPAQ PORTABLE 386 connected to a rack of MIDified music modules. The ATS band also displayed some innovations in performing by spontaneously dancing onstage to the computer music.

The set-up

MIDI is an acronym for Musical Instrument Digital Interface. It is a way to connect electronic sound generators together and send digital control commands to them.

With a software package called a sequencer, the computer can tell the sound modules to turn notes on and off using specific musical instrument sounds or voices. This is the same technology used by most bands in the studio or while on tour.

For the show, the ATS group used Sequencer Plus Mk. 4, by Voyetra Technologies, for its setup. Sequencer Plus allows music to be entered into the computer using multiple tracks of digital commands. These commands are sent to a rack of sound modules via a MIDI interface in the computer's expansion chassis. The sound modules that ATS used were an AKAI S-900 sampler, two Yamaha

TX-81Z programmable sound generators, a Yamaha TX-7 sound module, and an RX-17 Drum Machine. A Korg DRV-2000 Digital Reverb added depth to the sound.

As witnessed by all who attended, music generation has come a long way. The question now raised is: will a laser light show soon accompany the computer music?

Did you know...

The ATS group incorporated some interesting music background, as well as computer expertise, in developing its picnic act. In addition to Renea Bolfig, who has a little piano background and has been around musicians "for years," the members included Derek Flickinger, who plays guitar and has a computer network, laser light show and extensive electronic music equipment set up at his home.

Bill Russell is experienced on keyboards and saxophone, and performed in vocal and dance ensembles while in school "many, many years ago," he

said. Steve Cox plays keyboards and has produced music — often synthesized — for commercials and syndicated television shows, operated a recording studio in Memphis, and writes melody and lyrics. Tapes of his original compositions were played at the picnic during breaks.

Eddy Reynolds played keyboards professionally in bands during the 1970s — although he can play virtually anything except brass instruments — and later became well known in professional music circles as a keyboard technician. He first became acquainted with Compaq while using its computers on tour as keyboard technician with the rock music group Journey (see *Inside & Out*, December 1986). He later joined Madonna's world-wide tour and subsequently left the recent Michael Jackson tour to join Compaq. Although ATS member Richard Guerra doesn't claim musical background, his claim to fame, according to a colleague, is that "Richard can operate any stereo ever made."



Never let the noise of a crowd get in the way of a few good winks

TeamWalkers help raise money for March of Dimes

A big banner proclaimed "Finish" at the conclusion of the March of Dimes TeamWalk course in the Northgate subdivision, located in northwest Houston.

Some people had trouble reaching the finish line, however. A stand with soft drinks and fruits was located to the side, just a few feet short of the finish line. As a result, thirsty people who had just completed their walk on a warm, sunny Sunday morning tended to veer off and head for a cool drink, rather than officially cross the line.

For the official records, however, they finished the walk and helped the March of Dimes toward its goal of raising funds to help fight birth defects.

Twelve-mile walks were held in several locations throughout Houston Apr. 24, drawing 17,000-18,000 walkers. Compaq was well represented, with an estimated 75 people from the company participating.

As early finishers sat beneath shady trees in Northgate eating bananas, counting blisters and generally cooling off,

one of the TeamWalk's youngest participants crossed the line. Thirteen-month-old Matthew Herzig rode the entire way in a red wagon pulled by his father, Tom, and his mother, Ann, Forms Analyst/Designer at CCA II.

"He just sang and laughed and had a good time," Matthew's father said. "We only held him about five minutes; he went the whole route!"

Like those from many other companies, the Compaq team wore T-shirts designed especially for the event. The T-shirts were visible throughout the route, as team members walked at various speeds which had some finishing fairly quickly in about two hours, and others among the last to finish at over three hours. Fortunately, the walk was not a race; pledges were based on the number of miles each person walked.

Final figures on the amount of money raised for the March of Dimes will not be available until sometime in June. Last year's walk raised \$1.2 million.



A group of Compaq TeamWalkers gets together at the finish line, with soft drinks and bananas in hand

Fireworks planned for Fourth of July

A Fourth of July fireworks display is planned in northwest Houston by Willowbrook Mall, co-sponsored by Compaq Computer Corporation.

The mall's second annual fireworks display will begin July 4 at 9:00 p.m., accompanied by music broadcast from the roof of the mall. The display is expected to last approximately 15 minutes.

The fireworks will be set off in a field just south of Foley's department store; however, they will be visible from virtually any spot in the parking lot surrounding the mall. People are invited to park in the mall lot and sit in or on their cars, or to bring lawn chairs.

The mall will remain open until 10 p.m., with food and beverages available. People also may bring their own refreshments to the fireworks display; however, alcoholic beverages are prohibited. Extra security patrols will be provided.

A local radio station is expected to have a mobile studio at the event, occasionally cutting into its regular broadcasts with live coverage from the mall.

An estimated 40,000 people attended the display last year, which means "there's always a traffic jam getting out, so we encourage people to come in the mall and have a snack before they leave," said Sally Coulson, Marketing Manager for Willowbrook Mall.

She noted that Compaq will be mentioned as a co-sponsor in all advertising and publicity for the event.

"We're really happy to have a co-sponsor like Compaq," she added. "Since we're two of the biggest employers in this northwest section, it's nice to work together."

Willowbrook Mall is located at the intersection of FM 149 and FM 1960.



Ann Herzig, CCA II, center, completes the walk with husband Tom and son Matthew, who "had a good time!"



TeamWalkers celebrate finish line with a "high five"



Compaq donated recycling funds for the Battleship Texas restoration project

Compaq assists restoration project

Restoration of the Battleship Texas got a boost from Compaq when the company recently donated \$3,041 to the project.

This was the largest corporate donation yet received for the project. The funds were raised by recycling 8,646 soft drink cans collected in Compaq break rooms.

The company will continue its effort to collect soft drinks cans for recycling. The project will be headed by a committee of the Association of Compaq Employees (ACE), which will soon announce plans for proceeds received from the donations.

Blood drive set at Compaq sites

An on-site blood drive is planned June 27-July 1 at Compaq sites in Houston.

The drive will help bolster blood supplies for the Fourth of July holiday, when increased amounts are needed.

Posters at each site will list the coordinators for that facility. To schedule an appointment to make a donation, simply contact your coordinator. Blood donation facilities will be set up at each Houston site.

The final blood drive of 1988 is set for Sept. 26-30. Any employee who donates three times in 1988 will receive a special Compaq T-shirt.

If you are unable to donate blood during the Compaq blood drive, you can donate blood at an area hospital or in other mobile blood drives such as those held at churches. The donation can be

credited to the Compaq blood drive, if you choose, by simply requesting it at the time of the donation. For information on donating at other sites, contact the Gulf Coast Regional Blood Center, 790-1200.

Compaq was recently featured in The Blood Center's newsletter, "Circulation," which noted the company's growth in blood donations has paralleled its corporate growth. In 1985, the company's two blood drives drew 323 units of blood. In 1987, that figure had grown to 841 units.

Blood donated by Compaq personnel is distributed to hospitals in a 17-county area served by The Blood Center. Compaq personnel in other cities may also contribute at blood centers or hospitals in the cities where they reside.

Groups say 'thanks' for computer donations

Several area organizations recently wrote to express their appreciation for COMPAQ computers donated to aid their efforts:

"You will have noted that hardly a day passes without mention in the Houston media of the poor, the hungry, the homeless, and the otherwise needy," wrote Diane Persson, Executive Director for the Christian Community Service Center. The group received a COMPAQ DESKPRO 286.

"The fact is that poverty and hunger remain serious problems in the Houston community. We know because we are very much in the thick of things, trying to alleviate resulting human suffering.

"Your contribution of the computer will help us administer our programs more efficiently, through enhancing our volunteer and dollar resources."

In December, the computer was used to handle client data for the Jingle Bell Express program, which provided toys for over 8,000 children and food for

them and their 2,200 families. Presently, volunteers are entering data on registrants for CCSC's annual Azalea Fun run, a five-kilometer race around Rice University whose proceeds benefit CCSC ministries.

Others receiving COMPAQ computers included:

- The Blue Bird Circle Clinic for Pediatric Neurology, to support research in children's neurological disorders;

- The Texas Research Oncology Network, to help link health care professionals across the state who work with preventive and therapeutic methods of dealing with cancer;

- Aid to Victims of Domestic Abuse (AVDA), to be used in program administration for the organization, which provides help to family members dealing with abuse; and

- Houston Hospice, to handle accounting functions for the group, which provides a home-like environment for the terminally ill.

Prize-winning I&O readers

Winners of the drawing for 10 Compaq T-shirts (offered in April's *Inside & Out*) are: Lynne Ronemus, Treasury Analyst, CCA II; Carla Malcolm, Engineering Support Specialist, Chase-wood I; Michael Dickens, Line Operator II, CCM I; Penny Austin, Special Operator, CCM I; Robert Anders, Mail Clerk, CCA

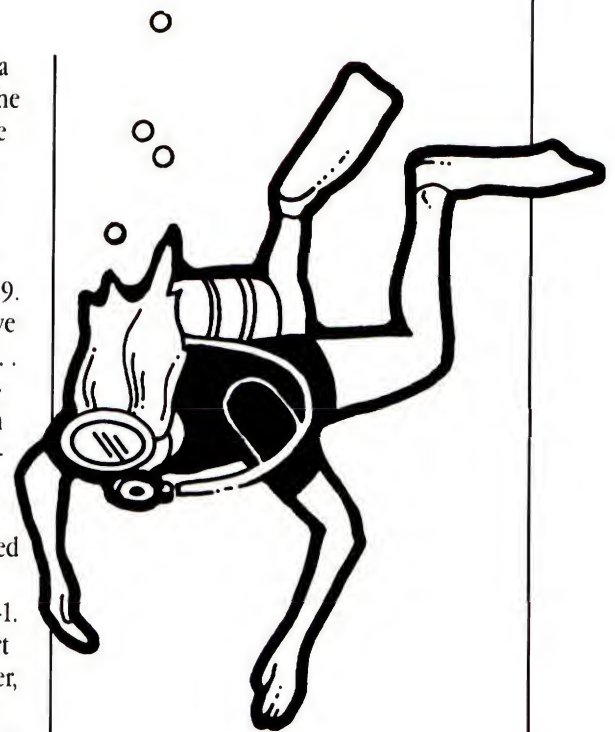
II; Julie Ryan, Field Sales Support Specialist, CCA I; Harvey Rosenblum, Systems Engineer, CW II; John O'Brien, Manager, Manufacturing Administration, CCA I; Jim Berg, Dealer Sales Manager, Allentown, Pennsylvania; and Joseph Padia, Production Control, CCA I.

After hours

The ACE Dive Club is planning a fall trip to the British Virgin Islands. The excursion, Sept. 30-Oct. 9, will include seven nights aboard the M/S Aquanaut Explorer dive boat, unlimited diving, meals and two nights at a hotel in St. Thomas. Cost for the trip ranges from \$1,250-\$1,360. Dates are Sept. 30-Oct. 9. For reservations (or information on dive classes), contact Chip Allen, 374-5533...

A table tennis (ping-pong) tournament is being planned by ACE, with a view to forming a group to play regularly. For information, call Jim Liggett, 374-7412 after 3 p.m. ...

The True Grit softball team topped spring league standings in the Spring-Klein Sports League with a record of 9-1. Playing on the True Grit team were Bart Bartholomew, Jim Rice, Greg Shoemaker, Gary Landrum, James Edwards, Scott McFarland and Larry Simon. Also playing for the team were Jamie Brock, Cliff Parker, Gary Thompson and Terry Thomas.



Advertising supports worldwide

Internationally, as well as in the U.S., COMPAQ sales are still rising dramatically. Active advertising campaigns support the sales efforts. Shown here are a variety of COMPAQ ads being printed throughout the world.

Superior performance in the private sector

When demanding business users rate personal computers for performance, their first choice is Compaq. That's why this year, more than 1000 corporations plan to add Compaq to their approved vendor lists than any other brand. That's also why government users are defecting to the high performance advantage offered by Compaq. Each product is the best in its class. Compaq was first to introduce 80386 technology, then first to advance it with the COMPAQ

DESKPRO 386/20 and COMPAQ PORTABLE 386, the most powerful personal computers in the world. Compaq is also a front runner in 80286 technology and in building rugged, full function portables with the power of desktops. With each innovation, Compaq has not only pushed the limits of technology, but has maintained compatibility with industry standards and software. So it's easy to see why COMPAQ personal computers earn the highest performance ratings from computer experts plus

has earned us a government appointment.

unsurpassed satisfaction ratings from business and government users. For the specialized needs of government, Compaq offers a unique Government Program. It combines the benefits of our Government Services Administration (GSA) contract (Schedule C) with a unique level of service and support offered only by Authorized COMPAQ Computer Government Dealers. Similar Compaq contracts exist for select state and local governments.

SEE US AT FOSE, BOOTH 634

When you work with Compaq, you gain the highest performing products for your most demanding needs. You also gain your Government Dealer's commitment to support that's just a local phone call away - for technical expertise, installation, training and ongoing service. For the location of an Authorized COMPAQ Computer Government Dealer near you and a free Government Catalog, call 1-800-231-0900, operator 52.

COMPAQ

This ad features the growing popularity of COMPAQ computers in government uses at all levels

The performance of COMPAQ computers, and the company behind them, are featured in this ad run in U.S. publications

Why Compaq sales faster than any other

reached \$1 billion company's in history.

Business records and Compaq Computer Corporation are no strangers.

We achieved the highest first year sales of any company in our fourth year of operation. In FORTUNE 500, faster than any other company. Now, after completing our sixth year, we've reached annual sales of over one billion dollars. And again, we've achieved this mark faster than any other company in history.

While these achievements are progress, the real story behind our success is COMPAQ's personal computers. Together, they represent the highest performance line of personal computers in the world. Individually, each has been singled out by industry experts and

demanding users as the best computer in its class.

The high-performance leader

Performance leadership is earned, not claimed. Compaq has earned this distinction by consistently advancing personal computer technology. We demonstrated this by being first to tap the power of the Intel®

80386 microprocessor with the COMPAQ DESKPRO 386. Then, just a year later, we were first to advance 80386 technology not once but twice, with the 20MHz COMPAQ DESKPRO 386/20 and COMPAQ

PORTABLE 386. Today they are the most powerful personal computers in the world, offering system performance that rivals minicomputers.

Building bridges With each innovation, Compaq pushes the

limits of personal computer technology while preserving your investment in industry-standard hardware and the world's largest library of business software. Moreover, we design our machines to exploit and enhance new capabilities. Compaq options such as VGA

graphics, 3 1/2 inch drives and the new MS-DOS Operating System2 are just a few examples that set us apart.

A better handle on computing In portable personal computing, we've long been recognized as the world leader. From our first portable to the

standards and tests them in real-world situations. This attention to detail consistently earns us the highest quality ratings from industry experts. And the highest satisfaction ratings from users at all levels. Especially

COMPAQ PORTABLE III and now with the COMPAQ PORTABLE 386, we give users on the go the power and functionality of a desktop computer. All in a rugged, lightweight package built to meet the rigors of the real world.

Proof positive

Maybe the best measures of COMPAQ computers are the people who evaluate them and use them. Admittedly, they're a critical group. That's why Compaq engineers our computers to exacting quality

Worldwide service and support

High performance computers are nothing without high performance dealers. We have a worldwide network of over 1000 Authorized COMPAQ Computer Dealers in over 40 countries. Our Dealers are specially trained to match your every need. They also give you the added advantage and security of local service and support. For more information about our products and the location of the Authorized COMPAQ Computer Dealer nearest you, call 1-800-231-0900, Operator 51. In Canada, call 1-800-263-5868, Operator 51.

COMPAQ

Hello Sweden! COMPAQ and I are coming to town.



Den 13 oktober 1987 startar vi vår satsning på att erbjuda svenska företag och myndigheter en världens ledande tillverkare av kraftfulla persondatorer för professionellt bruk. Vi är världens ledande tillverkare av persondatorer baserade på 80386-processorer. Vi är världens ledande tillverkare av de flesta persondatorer som har större kapacitet än de flesta stationära.

Höga prestanda och kompatibilitet med industristandard är förklaringen till framgången för COMPAQ's produkter. Skaler till att vi snabbt blivit så stora att COMPAQ's användare med våra högpresterande datorer får ut mer av sina standard-minikräver. Råderna för att utveckla och framtida.

COMPAQ är ett företag på den amerikanska Fortune 500-listan. Vi expanderar över hela världen och har nyligen kommit till Sverige. Den formella inledningen görs i Stockholms Stadshus av Rod Canon, COMPAQ's President och CEO.

Vår hedersgäst är en kraftfull person, med erfarenhet av framgångsrika företagande. Han kommer att berätta för våra svenska gäster att "power" är viktigt, också när det gäller persondatorer.

COMPAQ

It simply works better

... And come to town he did. Larry Hagman, featured as J.R. Ewing in the TV show "Dallas," visited his wife's native country to help introduce COMPAQ computers in Sweden during the opening of Deskpro Computers AB, the company's Swedish subsidiary

"MAY I HAVE YOUR VOTES PLEASE?"

Een internationale jury van automatiseringsjournalisten uit 9 landen koos de COMPAQ PORTABLE III tot 'Computer van het jaar'. Terecht, volgens ons. Want nergens vindt de veeleisende computergebruiker zoveel rekenkracht, snelheid en betrouwbaarheid in zo'n compact systeem.

DE COMPUTER VAN HET JAAR BIJ LEINSTER SOFTWARE

Kies voor LEINSTER SOFTWARE en COMPAQ, bel nu Amsterdam 020 - 641811

COMPAQ® PORTABLE III
 12 MHz 80286 processor, plasma-scherm voor zowel tekst als grafieken, 20 of 40 Mb shock-mounted harde schijf, 12 Mb diskette-station.

COMPAQ® 370 overgangsstandaard met COMPAQ® 486 CPU III, 7.5 en harddisk van COMPAQ computer corporation.

The microprocessors and innovations behind the powerful COMPAQ computers are highlighted in this Compaq Canada, Inc. ad

COMPAQ



Western ants (portraying the picnic theme) seem to enjoy the music performed by Shake Russell, center, and his band

Surprise entertainment: The Shake Russell Band

Shake Russell is a very familiar name in these parts. Transplanting his talents to Houston in 1976, the singer-songwriter began putting together a band and performing, as well as recording.

The Shake Russell Band was the surprise feature performance at the recent company picnic in Houston.

"I think it's great. I'm having a ball," said Russell as he hurriedly prepared for the band's second set after getting caught up in picnic activities and losing track of time.

Playing for the thousands of people

gathered for the picnic, The Shake Russell Band performed a variety of music, written largely by Russell with input from other members of the group. His music — which combines pop, folk and country — is often performed by other entertainers as well as by his own four-member group.

He laughingly admitted to a wide range of musical influences throughout his career, from Tom Waits and the Beatles to Joni Mitchell and "anything Motown." Russell developed his style by picking up music abilities as he was growing up,

playing with a band while he was in school and later learning from other musicians as he played in professional groups.

The band's most recent album, "Denim and Pearls," was recently released by No Mountain Recording in Midland, Tex.

Some of Russell's songs have been performed by other well-known artists including Waylon Jennings, B. W. Stevenson and Gary P. Nunn. Ricky Skaggs's recording of Russell's "You've Got a Lover" reached number 2 on

country charts and earned Russell the song publishing industry's prestigious BMI award.

This month's Reader Response form offers a drawing in which five people will each win an album or cassette of The Shake Russell Band's most recent recording, "Denim and Pearls." See the Reader Response Card for details. Anyone desiring to communicate with The Shake Russell Band or its manager, Merlin Condry, may write them at P.O. Box 36152, Houston, Texas 77236-6152.



Batter up!



What more can you say?

COMPAQ